



region	All
country	All
customer	All
division	All
FY	2019

P & L by filscl year
Net Sales Performance
 All Values in USD

	2019						
	Q1			Q2			Q3
Metric	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M
GM %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%

region	All
country	All
customer	All
division	All
FY	2020

P & L by filscl year
Net Sales Performance
 All Values in USD

	2020						
	Q1			Q2			Q3
Metric	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M
GM %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%

region	All
country	All
customer	All
division	All
FY	2021

Net Sales Performance
 All Values in USD

	2021						
	Q1			Q2			Q3
Metric	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M
GM %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%



Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.33%	36.63%	36.45%	36.37%	36.26%	36.43%